

Message Text

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ACTION COME-00

INFO OCT-01 AF-08 ISO-00 EB-08 USIE-00 INRE-00 CIAE-00
INR-07 LAB-04 NSAE-00 PA-01 SIL-01 PRS-01 SSO-00 /031 W
-----051302 042337 /46

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FM AMEMBASSY LAGOS

TO SECSTATE WASHDC NIACT IMMEDIATE 9698

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DEPT PASS COMMERCE

E.O. 11652: N/A

TAGS: BEXP, NI

SUBJECT: LAGOS TRADE FAIR: AMBASSADOR'S CALL ON USDOC UNDER SECRETARY

REF: A) STATE 43879 B) LAGOS 2423 C) STATE 42040

1. ANSWERS TO QUESTIONS PARA 1 REFTEL C ARE AS FOLLOWS. MORE
INFORMATION WILL BE RELAYED AS IT BECOMES AVAILABLE.

A. ORIENTATION OF FAIR IS DEFINITELY ON TRADE. ALL US COMPANIES
THUS FAR CONTACTED BY EMBASSY ARE ENTHUSIASTIC ABOUT POSSIBILITIES
OF SELLING TO OTHER AFRICAN COUNTRIES AS WELL AS TO NIGERIA.
OBJECTIVES OF EDUCATION, GOOD WILL AND FIRING OF RELATIONSHIP

WITH HOST COUNTRY ALSO THERE, BUT PRIME MOTIVATION IS SALES.
FMT HAS NOT YET RULED ON WHETHER TO LIMIT PUBLIC ATTENDANCE
IN COMMERCIAL EXHIBITION HALLS TO CERTAIN HOURS. PAVILIONS
HOUSING "GOVERNMENT" EXHIBITS OF NIGERIAN AND FOREIGN NATIONS WILL
OBVIOUSLY STAY OPEN TO ALL VISITORS DURING FAIR VIEWING HOURS.

B. FMT STATES IT WILL NOT DECIDE ON SPACE DIMENSIONS,
LOCATIONS AND CONFIGURATIONS UNTIL IT HAS CLEAR IDEA OF HOW MANY
EXHIBITORS EXPECT TO PARTICIPATE. YUGOSLAV GENERAL CONTRACTOR
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ENERGOPROJECT HAS GENERAL EXHIBITION SYSTEM DESIGN IN READINESS.
FMT PREFERS THAT CONTRACTORS ALREADY RESIDENT HERE ERECT DISPLAY
BOOTHES. EMBASSY HAS NEGOTIATED WITH LOCAL EXHIBITION-EXPERIENCED
AMERICAN FIRM (WHICH HAS NIGERIAN PARTNER,) AND FIRM IS PREPARED
TO DO DISPLAY ERECTION WORK AS NEEDED. REQUIRED BUILDING
MATERIALS AVAILABLE HERE. CUSTOMS EXEMPTIONS FOR EXHIBIT/
DISPLAY MATERIALS VERBALLY PROMISED. VISAS SHOULD BE APPLIED

FOR EARLY.

C. FMT AWARE OF ENSURING "APPROPRIATE ATMOSPHERE" FOR FOREIGN EXHIBITORS (E.G. ALREADY COMPLETED MOTEL OF 104 KITCHEN-LIVING-ROOM-BEDROOM SUITES) AND IS WORKING WITH OTHER AGENCIES TO HEAD OFF POSSIBLE PROBLEMS. AUTHORITIES SOMEWHAT CONFUSED BY REFTEL QUESTION RE "EXEMPTIONS FROM LAWS AND REGULATIONS". BEYOND CUSTOMS AND TAX EXEMPTIONS, FMT UNSURE WHAT OTHER EXEMPTIONS WE SEEKING.

D. FMT PREFERS THAT EXHIBITORS GROUP SELVES BY COUNTRY, AND EXPECTS COUNTRIES TO RECRUIT EXHIBITORS. ISSUANCE OF INVITATIONS POSTPONED TO WEEK OF MARCH 7. AS SOON AS THEY ACTUALLY ISSUED WE WILL TRANSMIT COPIES TO STATE ACD USDOC.

2. SUGGST AMBASSADOR RAISE FOLLOWING POINTS WITH UNDER SECRETARY HARMAN AT MARCH 7 MEETING: (A) IMPORTANCE OF OUR PARTICIPATION IN FAIR TO OVERALL US-NIGERIA RELATIONSHIP: IT HAS STRONG POLITICAL AS WELL AS ECONOMIC SIGNIFICANCE (B) FAIR IS DESIGNED AS A FIRST-RATE INTERNATIONAL TRADE EVENT, NOT A COUNTRY FAIR OR A "COMMERCIAL PRESENCE" FAIR RELYING ON IMAGERY; PHYSICAL FACILITIES ARE EXCELLENT (C) OTHER INDUSTRIALIZED NATIONS ARE MAKING A VIGOROUS EFFORT TO STAGE AN IMPRESSIVE PARTICIPATION. (D) IMPACT OF FAIR EXTENDS WELL BEYOND NIGERIA TO BLACK AFRICA E. G., ONE LARGE BUILDING COMPLEX BEING CONSIDERED FOR ECOWAS USE). (E) ALL US FIRMS SO FAR CONTACTED BY EMBASSY, ALL OF THEM VETERANS IN INTERNATIONAL OPERATIONS, REGARD FAIR AS FOOFFERING SIGNIFICANT EXPO RT LIMITED OFFICIAL USE

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POTENTIAL: ALL HAVE TENTATIVELY EXPRESSED WISH TO PARTICIPATE; RANGE OF GOODS AND SERVICES SHOWS DIVERSITY AND CLEAR AFRICAN MARKET PROMISE

(E.G., AMERICAN MOTORS GENERAL - VEHICLES, DOOR-OLLIVER- PAPERMAKING AND MINING EQUIPMENT, AERONUTRONICS FORD - COMMUNICATIONS SYSTEMS, GENESCO - WEARING APPAREL, ETC. PFIZER - PHARMACEUTICALS, ETC.)

F. IN VIEW ABOVE, EMBASSY BELIEVES STRONG USDOC SUPPORT IS FULLY USTIFIED. IF USDOC UNABLE PROVIDE SUCH SUPPORT, EMBASSY BELIEVES US PARTICIPATION SHOULD BE ASSURED IN ANYWAY POSSIBLE AND WILL PICK UP AS MUCH OF LOAD AS IT CAN HERE.

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Message Attributes

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Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
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Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
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Executive Order: N/A
Errors: N/A
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